



Monterey Technology Group, Inc.

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Nicole Gee
Fermilab

Dear Nicole;

Thank you for your interest in on-site training of Randy Franklin Smith's *Security Log Secrets* seminar. Please note that Randy's on-site courses can be tailored to fit your needs with regard to topic, length and hands-on vs. non-hands-on format.

In *SLS* your staff examines Windows security logs in detail and identifies important controls with loads of how-to instruction. *SLS* is the only seminar devoted to the Windows security log from the leading expert on the security log. The Windows security log is extremely important to monitoring all aspects of Windows security, but it's safe to say the Windows security log is also the most poorly documented area of Windows 2000 and Windows Server 2003. For most events, Microsoft's documentation simply restates the event's description. While some information does exist, it's riddled with inaccuracies. Most important, there is insufficient guidance and very little background information for individual events. Also events are not described in context with other events leaving no suggested courses of action. Security log event IDs and codes vary from one Windows version to the next making security log knowledge even more arcane. Therefore this complicates the design of programs that monitor the security log. Thus during the seminar you will be able to obtain recommendations and insights based on Randy's contacts within Microsoft, experience managing secure networks, and performing countless security reviews in our IT audit practice.

As to security awareness, throughout the course Randy ties the discussion back to current security issues. I'd also welcome your input about what is important from your perspective and role or from your fellow attendees.

A special advantage to hosting an on-site *SLS* seminar is the opportunity to incorporate hands-on projects into each session with obvious benefits to comprehension and retention. Additionally, Randy becomes your consultant for the two days and issues specific to your environment can be addressed with freedom not possible with public seminars. For maximum value in this regard you are welcome to send us your non-disclosure agreement in advance of the course.

As to cost, the 3-day *SLS* seminar runs \$8,500 for up to 4 attendees, \$14,260 up to 12 attendees and \$17,500 for up to 24. Out-of-pocket travel expenses and course material production costs are additional or you may wish to handle course material production internally. On-site training is a cost effective method of training, for example 4 attendees at a public course with travel would be approximately \$12,980. Thus about \$4,480 is saved when on-site training is compared to public courses. Travel expenses are based on a \$500 airfare, a \$200 hotel room per day, Meals and etc. \$50 per day, and \$100 for airport transfers. Please find on the next page a range of prices based on the number of registrants.

On-site training closed to the public:

Attendees	Registration Cost per attendee	Total Fee
4	2125	8500
6	1702	10210
8	1468	11740
10	1309	13090
12	1188	14260
14	1089	15250
16	1004	16060
18	927	16690
20	857	17140
24	729	17500

On-site training open to the public:

Attendees	Registration Cost per attendee	Total Fee
4	1700	6800
6	1418	8510
8	1255	10040
10	1139	11390
12	1047	12560
14	968	13550
16	898	14360
18	833	14990
20	772	15440
24	658	15800

The open on-site training option is an option where we are able to invite other registrants to attend to make up the difference with a closed training class. The host would provide the conference room and refreshments for morning and afternoon breaks. Previously Ken Fidler and I had communicated by email and this option may be the one you are most interested in.

Which option fits your needs best? Please contact me and we can discuss how to tailor the training to provide you the best value. I can be reached by telephone at 866-749-2048 ext.2 or by email at bsmith@montereytechgroup.com.

In order to schedule a class I need at least three months lead time but we are flexible depending on our instructor's schedule. The minimum number of students for a class is four and the maximum is twenty-four.

The proposal has attached a full course outline for *SLS* and Randy's bio. Randy is available for a thirty minute online demonstration based on one of his presentations for the Windows Connections Conference. The demonstration will strictly show the learning potential of the *SLS* course just in 30 minutes and will not be a continuous sales pitch. When would be a good time to schedule the demonstration?

Sincerely,



Brian Smith
COO, Monterey Technology Group, Inc.